

Community Assistantship Program

**Leech Lake Band of Ojibwe Final Report on
Proposed Solar Powered Furnace Manufacturing
Business**

Prepared in partnership with
Leech Lake Band of Ojibwe

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University of Minnesota
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2009

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Completed by Kristen Cici

Sponsored by the Center for Urban and
Regional Affairs, University of Minnesota

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Regional Sustainable Development
Partnership.



Leech Lake Band Of Ojibwe



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Introduction

The Leech Lake Band of Ojibwe (LLBO) was selected by the University of Minnesota to receive assistance from a U of M graduate student and support from the University for a Market Study; to assess the feasibility of developing a solar products manufacturing operation on the Leech Lake Reservation, in cooperation with an existing solar products manufacturing business. This study is funded in part by the University of Minnesota, LLBO, Central Regional Sustainable Partnership, and the Initiative Foundation.

In early 2008 the LLBO entered into discussions with Rural Renewable Energy Alliance (RREAL), a Pine River Minnesota non-profit company with a patent pending solar air heating product, named "Solar Powered Furnace" (SPF), to jointly develop a manufacturing business on the reservation to manufacture SPF units and market to other Indian Tribes in the Midwest.

Discussions and negotiations are continuing to evolve and are expected to be finalized in September 2009. The original intent was to develop a joint venture to jointly own and sell the SPF products, but have evolved into RREAL issuing an exclusive and non-exclusive license to LLBO, in exchange for future royalty payments. The original exclusive territory was to be all tribes within a five (5) state area, including MN, WI, IA, ND and SD. On August 21, 2009 this territory and license was expanded in both an exclusive territory and non-exclusive territory.

The exclusive territory includes all of "Indian Country" in Minnesota, Iowa, Michigan, Nebraska, Wisconsin, Montana, North Dakota, and South Dakota. In addition, a non-exclusive territory will be included that allows sales to both the state and federal government.

Because these new developments were only recently added, this study will only address the marketing assessment for Indian Country in five (5) states; MN, WI, IA, ND and SD. There are 34 federally recognized Tribes in this target market territory. The University of Minnesota student chosen to conduct the study is Kristen Cici, who was chosen from a pool of strong candidates applying for the project. Kristen is a graduate student in her final year working towards her PhD and has prior experience and knowledge of RREAL. This study was started in June 2009 and concluded on August 28, 2009. The purpose of this study is 1) to assess the potential market for the SPF product in Indian Country in the five (5) state area, and 2) to assist the LLBO in their decision making for investing considerable resources in developing the proposed business on the reservation.

The Leech Lake Band of Ojibwe (LLBO) is a federally recognized Tribe and is one of six Bands comprising the Minnesota Chippewa Tribe. It is located in north central Minnesota between Grand Rapids, Bemidji and Walker, approximately 1050 square miles in size and includes 11 small communities and sections of four counties. Cass Lake is the largest community on the reservation.

A building on the reservation has been identified as a site for the proposed manufacturing facility and funding is available to develop it as a state of the art LEED¹ building, with the SPF units incorporated into the buildings heating system. This manufacturing facility would be located in Ball Club, Minnesota.

This Study is formatted to allow the reader to get a snapshot picture of the project, its purpose, the partners involved, the product and potential market for it, and other factors that are key to developing the project by the LLBO. The Executive Summary summarizes the entire study in one page; the Market Assessment section provides an overview of the proposed target market, in-depth analysis of the various market components, SPF product and a competitive analysis of other companies offering similar products; the Market Strategy section details specific steps and plans for how the SPF product will be sold. The Conclusion offers recommendations supported by findings in the study.

¹ *Leadership in Energy and Environmental Design* (LEED) is a green building rating system, developed by the U.S. Green Building Council, that provides standards for environmentally sustainable construction.

Executive Summary

This report provides an in-depth look at the potential of the Leech Lake Band of Ojibwe's plan to manufacture and sell Solar Powered Furnaces. It provides a marketing assessment that reviews the target market of individuals, tribal governments, tribal coalitions, and state and county government within the five state area of Iowa, Minnesota, North Dakota, South Dakota, and Wisconsin. The SPF units are described and compared to competitor's products, along with identifying potential environmental and financial incentives for consumers. A market strategy for each of the four groups is identified and funding for the product is discussed. A shipping cost plan for shipping the product to each of the five targeted states is included. Finally, a tribal directory and funding opportunity list will assist the sales team for this product. The LLBO has a unique advantage in selling this product to the identified market. They will effectively package the product with available funding to increase sales. This opportunity will provide LLBO with jobs, skill development, and a market share in the solar energy field – which has grown rapidly in recent years.

Marketing Assessment

Target Market Overview

The initial target market consists of Native Americans and Indian Reservations within the five state area (Iowa, Minnesota, North Dakota, South Dakota, and Wisconsin); defined as Indian Country by 18 U.S.C. & 1151 and other applicable Federal Law. A secondary market consists of Native Americans throughout the United States. The 2000 U.S. Census lists approximately 4.1 million individuals that self-identified as American Indian or Alaska Native.² This breaks down with a population of 18,246 in Iowa, 81,074 in Minnesota, 35,288 in North Dakota, 68,281 in South Dakota, and 69,386 in Wisconsin. **Error! Bookmark not defined.**

*The five state targeted area has approximately **272,275** enrolled members of federally recognized tribes.*

Currently, there are 623 federally recognized tribes in the United States³, with 34⁴ federally recognized tribes residing in the targeted five state area. The 623 federally recognized tribes are composed of over 1.9 million members.⁵ In the five state area there are approximately 272,275 enrolled members of federally recognized tribes.⁶

The primary target market is federally recognized tribes in the five state area for the following reasons:

- Substantial funding available to tribes, specifically federally recognized tribes⁷, which can be packaged along with the product to increase sales.
- Dan Evans, Project Manager for this partnership has indicated that tribes have a strong preference to do business with other tribes which provides a competitive advantage with other solar product vendors.

² <http://www.nativevillage.org/Messages%20from%20the%20People/Population%20statistics.htm>

³ <http://www.ncsl.org/programs/statetribes/tribes.htm>

⁴ See Tribal Directory for full listing of Tribes in five state area that are federally recognized.

⁵ <http://www.census.gov/Press-Release/www/releases/archives/population/010048.html>

⁶ Bureau of Indian Affairs, 2005

⁷ Federally recognized tribes have access to certain benefits and federal funding that other tribes cannot access. http://en.wikipedia.org/wiki/Federally_recognized_tribes

- The location of the proposed manufacturing plant will be in Ball Club, Minnesota. This allows a lower shipping cost than competitors outside the target market; making the final product cost lower to the consumer.
- There is a significant need for heating assistance in the target market, as evidenced by the Department of Energy weatherization expenditures to tribes in these six states; more than \$30 Million allocated in 2008 alone.

SPF Product Overview

4

The primary solar products marketed in the US are solar air heaters, solar water heaters and solar electric panels. Solar air heaters are by far the least costly solar product of these three product areas and offer the consumer very reasonable payback on their investment (see Payback Table on page 10) over the use of other fuel sources.

To regulate the solar products industry the Solar Rating and Certification Corporation (SRCC) was incorporated in 1980 as a nonprofit organization whose “primary purpose is the development and implementation of certification programs and national rating standards for solar energy equipment.”⁸ This national certification organization solely and specifically certifies solar energy products and works with state organizations to administer the standards. States that use the SRCC certification only allow the sale of products that have the SRCC certification. The SRCC uses nationally accepted equipment tests on solar equipment by independent laboratories. The results are used to determine compliance with the minimum standards for certification and in calculating performance ratings. SRCC certification is required by many but not all states in order for a collector to be sold or installed in that state. Within the 5-state target market only Minnesota and Wisconsin require SRCC certification to sell solar products. The Rural Renewable Energy Alliance (RREAL) has developed a thermal solar product called the Solar Powered Furnace (SPF). This was developed in collaboration with the Minnesota Pollution Control Agency and is patent pending. The patent will allow RREAL to have the exclusive right to manufacture and sub-license manufacturing and sale rights to whomever they choose. RREAL has sub-licensed with the LLBO to manufacture the SPF units. The SPF is a solar air heater for

⁸ <http://www.solar-rating.org/ABOUT/ABOUT.HTM>

both commercial and residential use. The SPF has submitted its product for SRCC certification and has been pending for the past twenty months. Jason Edens, Director of RREAL, explained that he believed the extensive certification pending time may be related to the fact that the SRCC Board is comprised of the product's competitors. Edens plans to fly to Canada to visit the lab to try to speed up the process. The SPF is a supplemental heat source that mounts on the exterior wall of a home facing south, and it heats the air from inside the home using a patented air chamber system in the collector. It is generally hard-wired into the homes thermostat and fan system at a cost of about \$100. The SPF is more durable, longer lasting, and higher performing than many of its competitor's products, (see competitive analysis table). Specific features of the units include:

- Integrated racking system that facilitates safe and aesthetically pleasing installation.
- Positive or negative pressure can be applied to collector. Most collectors require negative pressure. This essentially means whether the fan is pulling or pushing air. Most collectors on the market only pull heated air. The SPF can do both.
- Integrated manifold system to facilitate parallel reverse return airflow for low aerodynamic power requirements, resulting in higher coefficient of performance.
- Durable materials, aluminum and glass, versus plastic and plexiglass in frame construction.
- Modularity and ability to connect collectors together from 1-100. Suitable for residential and commercial applications.
- Building integration - system can replace siding in new construction and be incorporated in the cladding and facade of buildings.
- High efficiency and higher R-values (R-12 on back, R-8 on Walls) than similar products.
- Gasketed collector interconnection system.



Units are available in three sizes; 4 x 6 feet, 4 x 8 feet, and 4 x 10 feet. One 4 x 8 feet unit produces 4.25 million BTU's in an average Minnesota heating season.

Competitive Assessment

The current retail price for a single SPF ranges from \$1,000 to \$1,400, with a manufacturing cost of approximately \$600. for the SPF 40 (4 X 10). These prices do not include mounting brackets and hardware, or the electric cost of wiring into a home's thermostat and blower, nor do they include the labor to install the product. The additional hardware and electric wiring adds around \$400 on to the purchase price. For installing multiple units together the mounting hardware and electric connection costs decrease. For example, installing one SPF 40 unit by the homeowner would cost \$1700, excluding labor. Installing three connected SPF40 units would cost about \$4600, excluding labor. 6

The cost of the SPF unit falls right in line with what is being seen nationally, with the average cost per solar sale between \$1,100 and \$2,500 in the United States.⁹ In order for the SPF unit to be sustainable and have the ability to eventually reach national sales, the LLBO business should have a gross profit margin of 20% or greater per unit produced and sold. Many current manufacturers on the market see a small margin of only 10 – 21%, which is not sustainable long-term.⁹ However, many manufacturers offer a range of other products that have substantially higher profit margins, allowing their solar products to be “subsidized” and sold at lower prices and lower margins.

While there are dozens of solar energy companies, most do not specifically offer a solar air heater. One of the most common products marketed by these companies is solar water heaters. Some manufacturers claim it also has the additional capability of cooling/heating – a combination unit. This is both a positive and a negative, as the lack of competitors that sell solar air heaters is an advantage for LLBO. Although, with many companies advertising their solar water heaters as multi-function, with the capability to both heat your water and home, consumers may prefer the ease of a multi-function unit. The total system cost for a solar hot water heating system is much higher than an air heating system however (installing 3 SPF units would cost \$4,600 plus labor, installing a solar water heating system would cost \$6,000 -

⁹ Christensen, Isabelle. Innovation and Sea of Change in the Residential Solar Market. Renewable Energy World. 26 May 2009.

\$17,000¹⁰). Additionally, all six of the competitors are certified by the SRCC. On the following page I have included the competitive analysis for the six competitors.

¹⁰ Solar Direct Cold Climate Trendsetter System, <http://www.solardirect.com/swh/swh.htm>

SPF Competitive Analysis¹¹

Collector Manufacturer	Efficiency	Losses (W/m ² *C)	Cost per ft ²	Shortcomings relative to SPF	Strengths relative to SPF
Environmental Systems	58%	-5.138	\$96.18	Cost; smaller size	Highest efficiency certified collector on market
Energy Conservation Services	42%	-6.01	\$51.84	Fiberglass Absorber; plastic glazing	Currently certified collector
PVT Solar, Inc.				No insulation	Designed for pool heating; indoor heating
SolarMax Heating Systems, Inc.	42%	-6.299		Low efficiency; large losses; Canadian co.	Currently certified collector
Sunsiaray	51%	-4.84	\$67.23	Lower coefficient of performance because of higher aerodynamic power required	Historical, certified collector since 1986; focus on solar air heat exchanger for heating water
Your Solar Home	49%	-6.99	\$87.46	Integrated PV decreases utilization	Great marketing share; integrated PV appeals to some consumers
<i>Rural Renewable Energy Alliance</i>	<i>57% Based on EES calcs</i>	<i>-4.501 Based on EES calcs</i>	<i>\$58.75</i>	<i>Strengths: easy to install, efficient, aesthetically pleasing, built to last, versatile, cost competitive</i>	<i>Weaknesses: just establishing market, certification still pending after 20 months</i>

¹¹ Provided by RREAL

The solar heaters of the two primary competitors, Your Solar Home and Environmental Solar Systems, are featured below to provide product specifications and information:

Environmental Solar Systems' SunMate Solar Hot Air Panels

- Located in Methuen, MA
- Features 10 year warranty on the Solar Collector and 1 year warranty on the electrical and mechanical parts
- Is easy to install
- Energy star rated and SRCC certified
- Has fresh air intake for tight houses
- Brushless, 100cfm 12VDC, 7 Watt Fan
- The fan thermostat automatically turns on at 100°F and off at 90°F
- Weight: 90lbs, Dimensions: 4" x 35" x 77"
- Includes heavy duty extruded aluminum frame with maintenance free, anodized dark bronze finish
- Stainless steel screws and hardware, aluminum mounting brackets, wall ducts and safety grills, EPDM rubber seal for air ducts
- Corrugated aluminum heat exchanger with selective black coating
- High temperature 3 pound polyisocyanurate insulation in the back and sides
- 5/32" tempered low iron solar glass
- One piece EPDM rubber gasket around glass with double sealed RTV silicon sealant
- Single panel wall installation kit – includes 100CFM 8.5 Watt dc Fan



Your Solar Home's SolarSheat 1500GS

- Located in Ontario, Canada
- Energy rating/day: 8 MJ (SRCC Rating: mildly cloudy day, category C)
- BTU/Day: 8 kBtu

- Weight: 82lbs, Dimensions: 87"X 43.15" X 3.8"
- Modular solar air collector
- Aluminum extrusion
- Glazed (tempered glass)
- Polyisocyanurate thermal insulation
- Energy star rated and SRCC certified
- Flow rate: 75 CFM (nominal)
- CO2 Reduction: .35 tonne per year
- Temp: 120°F
- Mounts on wall or roof
- 5 year warranty on collector, 1 year warranty on electronics



Funding Overview

The key component of the marketing strategy is pairing the SPF units with funding for purchasing them. For example, the Low Income Home Energy Assistance Program (LIHEAP) is a direct funding source that is available as a funding vehicle for weatherization and purchasing SPF units. Additionally, in Minnesota, those that are eligible for LIHEAP can access solar space heat equipment grants (up to \$4,700) to purchase the SPF units. Another example of the funding available is the School Construction Program (Recovery Act), which provides funding for modernization of school facilities, with preference given to energy-efficient projects. These funding sources and more are listed beginning on page 30 in the Funding Opportunities section.

Market Strategy

The marketing strategies include targeted proposals to each of the four markets:

- Individuals
- Tribal governments
- Tribal coalitions
- State government

Individuals

The use of weatherization funds will be a key component in marketing as there are millions of dollars available in each of the five states for energy efficient weatherization for low-income homes.¹²

Once a home has been weatherized it qualifies for grants to purchase solar heating products. In Minnesota for example, the Office of Energy Security provides \$4700 “equipment grants” that can be used to purchase SPF units. Households must apply for their home to first be weatherized before they can apply for equipment grants. Marketing this program to individual households, county agencies and tribal housing/energy assistance offices, along with SPF information can be an effective and low cost marketing strategy.

A 2002 US Department of Energy report found that a \$2,500 weatherization package brings a Midwest homes a “typical” energy savings of 20.4%.¹³ Two 4 X 8 SPF units installed on a 1000 square foot home that is weatherized will save 20-30% in heating costs. These two factors combined will provide a significant incentive to individual households.

Another factor to include in all marketing programs is emphasizing the environmental benefits of solar heat. For example, for every square foot of the solar air heater the amount of CO₂



¹² According the epartment of Energy’s Weatherization site, the approximate amount received by each state is: Minnesota - \$10.7 million, North Dakota - \$2.7 million, South Dakota - \$2 million, Iowa - \$5.4 million, and Wisconsin - \$9.3 million for this program.

¹³ Table ES 1. <http://weatherization.ornl.gov/pdf/Con-479%20May22-FINAL.pdf>

dispersed into the atmosphere is reduced by 10 lbs annually. For one SPF40 unit this reduces 400 lbs. of CO2 a year.

The Department of Energy found that the most common fuel used in to heat Native American homes is wood (34%), followed by LP gas (22%), electricity (19%), natural gas (16%) and fuel oil (6%).¹⁴ The payback for

switching to a solar air heater is shown in the fuel payback chart (right).

Specifically focusing on the environmental impact of reducing an individual's carbon footprint will

Fuel Type	Simple Payback
Propane	9 years
Fuel Oil	9 years
Natural Gas	12 years
Electricity	15 years

incentive the environmentally-aware. Additionally, some have questioned the payback of using solar power versus the fossil fuel cost of building the solar panels, but a study completed by the Institute of Science in Society found "that in a nice sunny place like Spain, PV panels reach energy payback (when they've saved as much fossil fuel as it took to make them) in about one to three years, depending on the type of panel... and most of the continental US gets as much solar radiation as the location in the study."¹⁵

Tribal Governments

The LLBO should specifically target Tribal governments within the target area, including housing authorities, economic development offices, and grant/financial offices. A proposal that links the available programs, grants, subsidies and tax advantages to the purchase of the SPF units will be presented to various tribal governments. The marketing strategy is to offer both the SPF products and the funding to buy them, in one package. This can take many forms depending upon the funding source currently available, such as grants available to upgrade government buildings energy standards and lower heating costs, building a new wing on a building or building a new school. It is important to get to the right person (s) in charge of the design for

¹⁴ Department of Energy, 2007

¹⁵ <http://www.worldchanging.com/archives/009864.html>

new construction or remodel projects. Most tribal governments have a housing authority that deals directly with tribal members and federal and state offices for weatherization programs, fix-up and self-help programs. All of these programs have linkages to funding for heating and energy improvements; in government and individual households. Tribal leadership will usually direct your inquiry to the division and staff that deals with these programs. It's important to follow protocol by contacting the elected officials as a first point of contact.

Additionally, there will be a special focus on new development. For example, the Leech Lake Band of Ojibwe plan to build a new Bureau of Indian Affairs school, a new government facility center, and a new wing expansion on the campus of the Leech Lake Tribal College. These are ripe with potential linkages to using the SPF units to build renewably, save on the long-term utility costs and reduce the carbon footprint. Each tribe and area will have an individual strategy and companion funding source(s) that will be marketed to increase SPF sales.

Tribal Coalitions

Targeting service providers and coalitions that provide services and funding to individuals and tribal government is another strategy. Two examples are the Minnesota Chippewa Tribe (MCT) and the Minneapolis American Indian Center. MCT provides a range of services to the six member bands, including funding, outreach and housing services. The Minneapolis American Indian Center provides services, outreach, and assistance to more than 10,000 Native Americans living in the Twin Cities area. These are just two examples of possible partnership, sales and marketing opportunities that will provide access to large numbers of potential customers and can serve as a linkage to access individual households and tribal government departments that work with energy and housing issues.

State and County Government

Virtually all Tribes must deal with the state and local government in some fashion in housing, energy and weatherization, funding programs, etc. Identifying those state agencies, staff and funding programs will be key to marketing the SPF units to Tribal governments and individual households. It may be possible to engage the state office offering assistance to tribes as a partner in meeting specific energy goals, such as reducing reliance on heating assistance, reducing energy use and carbon usage. Area BIA offices work directly with the state and tribes and developing relationships to meet their common goals is an effective marketing strategy. In

many areas county agencies are the local distribution contacts for LIHEAP funding from the federal and state government. These relationships are particularly important to develop as LIHEAP funding will be a frequent source of funding for the SPF units.

Shipping Cost Plans

The following shipping rates are for FedEx ground delivery, for units shipped from Ball Club, MN to the indicated location. Packages that weigh over 150 pounds must be shipped via freight delivery. The SPF 26 and SPF 32 pricing is for standard delivery and the SPF 40 is for freight delivery¹⁶. Surprisingly the cost for shipping is the same regardless of where the package is shipped within the five state area (with the exception of within state – Minnesota – shipments).

Unit Shipping Costs			
Location	SPF 26 (100lbs)	SPF 32 (130lbs)	SPF 40 (160lbs)
Crow Creek Sioux Tribal Council (Fort Thompson, SD 57339)	\$65.26	\$84.95	\$420.89
Turtle Mountain Band of Chippewa (Belcourt, ND 58316)	\$65.26	\$84.95	\$420.89
Red Cliff Band of Lake Superior Chippewa (Bayfield, WI 54814)	\$65.26	\$84.95	\$420.89
Grand Traverse Band of Ottawa & Chippewa (Suttons Bay, MI 49682)	\$65.26	\$84.95	\$420.89
Shakopee Mdewakanton Sioux (Prior Lake, MN 55372)	\$60.09	\$83.29	\$314.39
Sac & Fox Tribe of the Mississippi in Iowa (Tama, IA 52339)	\$65.26	\$84.95	\$420.89
*Shipping from Environmental Solar Systems (competitor) in MA (01844) to Minneapolis, MN 55401	\$73.80	\$95.17	\$439.63

¹⁶ The shipping dimensions used for the SPF 40 are 58 inches x 130 inches x 10 inches.

Conclusion

The potential partnership between RREAL and the Leech Lake Band of Ojibwe to manufacture SPF units has many opportunities, but several threats. Due to the widespread availability of funding opportunities for both residential and commercial renewable energy purchases, combined with the LLBO having an “insiders” advantage both bode well for this partnership. While there are not many direct competitors, those that exist seem to have a wide range of cost for the unit. One competitor offered panels for a less expensive price, and has SSRC certification – a gold standard for the field. Although, the SPF does have several significant advantages over the competitors products (all noted in the product overview and competitive assessment). These advantages, when marketed well, should appeal to consumers in this market. It should also be noted that the current competition appears to have a significantly different market – one that does not overlap with this partnerships targeted market (they do not appear to market to tribes nor to those that receive low-income assistance). The strategy for marketing the product will be effective if executed well, providing the funding for the product will likely guarantee sales – not many will turn down free solar heaters. There are several threats for entering this field. While there is much funding available, there is typically aggressive competition and it is a time consuming and extensive process – particularly for applying for federal funding. While there is much funding available for such products, there will likely be difficulty in persuading tribes to complete the legwork involved to secure the funding. This may result in the business having to apply for funding for the prospective clients, which will take additional time and place the administrative burden on the business. This will be built into the marketing and sales plan, as well as the profit & loss and cash flow.

Tribal Directory

Iowa

Sac & Fox Tribe of the Mississippi
349 Meskwaki Road
Tama, IA 52339
641-484-4678
<http://www.meskwaki.org/>
Federally Recognized

Meskwaki Housing Program (Sac & Fox Tribe of the Mississippi)
3134 H Avenue
Tama, IA 52339
641-484-4972
Luke Kapayou, Program Director

Michigan

Bay Mills Indian Community
12140 W Lakeshore Drive
Brimley, MI 49715
906-248-3241
Federally recognized

Genesee Valley Indian Association
609 W Court St
Flint, MI 48503
810-239-6621

Grand Traverse Band of Ottawa and Chippewa Indians
Route 1 Box 135
2605 NW Bayshore Drive
Suttons Bay, MI 49682
616-271-3538
Federally recognized

Hannahville Community House (Potawatomi)
W1964 County Road 400
Bark River, MI 49807
906-497-4503

Hannahville Indian Community (Potawatomi)
N14911 Hannahville B-1 Road

Wilson, MI 49896
906-466-2932
Federally recognized

Keweenaw Bay Indian Community
107 Beartown Road
Barage, MI 49908
908-353-6623 ext. 4101
Federally recognized

Lac Vieux Desert Band of Lake Superior Chippewa Indians of Michigan
PO Box 249
Watersmeet, MI 49969
906-358-4577
Federally recognized

Little River Band of Ottawa Indians
375 River Street
Manistee, MI 49660
1-888-723-8288

Little Traverse Bay Band of Odawa Indians
PO Box 246
7500 Odawa Circle
Harbor Springs, MI 49740
231-242-1404
Federally recognized

Match-E-Be-Nash-She-Wish Potawatomi (Gun Lake)
PO Box 218
1743 142nd St
Dorr, MI 49323
616-681-8830 or 1-866-564-7429

Nottawaseppi Huron Potawatomi
2221 1 1/2 Mile Road
Fulton, MI 49052
616-729-5151
Federally recognized

Pokagon Band of Potawatomi Indians
58620 Sink Road
Dowagiac, MI 49047
269-782-6323 or 1-888-376-9988

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Saginaw Chippewa Tribal Council

7070 East Broadway Road

Mt. Pleasant, MI 48858

989-775-4000

Federally recognized

Sault Ste Marie Chippewa Tribal Council

523 Ashmun St.

Sault Ste. Marie, MI 49783

906-635-6050

Federally recognized

Minnesota

Bois Forte Band of Chippewa (Vermilion)

1610 Farm Road South

Tower, MN 55790

218-753-4905

www.boisforte.com

Bois Forte Band of Chippewa (Nett Lake)

Box 16

Nett Lake, MN 55772

218-757-3261 or 1- 800-221-8129

www.boisforte.com

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Bois Forte Band of Chippewa Housing Program

Box 12 , 13074 Nett lake Road

Nett Lake, MN 55772

218-757-3253 or 888-833-7337

<http://www.boisforte.com/divisions/housing.htm>

Carol Burr, Housing Commissioner – 218-757-3253

Fond du Lac (Chippewa)

105 University Road

Cloquet, MN 55720

800-365-1613

www.fdlrez.com

Federally recognized

Fond du Lac (Chippewa) Housing
932 Trettel Lane
Cloquet, MN 55720
878-8050

Grand Portage (Chippewa)
P.O. Box 428
Grand Portage, MN 55604
www.grandportage.com
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(218) 335-8200
www.llojibwe.com
Housing Authority – 218-335-8280 or 866-223-2233
Energy Assistance – 218-335-3783
Federally recognized

Lower Sioux Mdewakanton Community
P.O. Box 308, 39458 Res. Highway 1
Morton, MN 56270
(507) 697-6185
www.lowersioux.com
Federally recognized

Lower Sioux Mdewakanton Community Housing Authority
(507) 697-6412
Karen Bogan, Housing Director
kbogan@lowersioux.com

Mille Lacs Band of Ojibwe
43408 Oodena Drive
Onamia, MN 56359
320-532-4181
www.millelacs ojibwe.org
Federally recognized

Minneapolis American Indian Center
1530 E. Franklin Ave.

Minneapolis, MN 55407

info@maicnet.org

www.maicnet.org

612-879-1700

Minnesota Chippewa Tribal Executive Committee

Box 217C

Cass Lake, MN 56633

jbruce@mnchippewatribe.org

www.mnchippewatribe.org

218-335-8581

Minnesota Indian Affairs Council

3801 Bemidji Avenue NW, Suite 5

Bemidji, MN 56601

(218) 755-3825

Minnesota Indian Affairs Council

161 St. Anthony Ave, Suite 919

Saint Paul, MN 55103

Annamarie Hill-Kleinhans – 651-296-0041

Minnesota Indian Women's Resource Center

2300 Fifteenth Avenue South

Minneapolis, MN 55404

Suzanne Koepplinger, Executive Director

612-728-2000

skoepplinger@miwrc.org

www.miwrc.org

Prairie Island Community Council (Minnesota Mdewakanton Sioux)

5636 Sturgeon Lake Road

Welch, MN 55089

1-800-554-5473 or 651-385-2554

www.prairieisland.org

Federally recognized

Red Lake Band of Chippewa Indians of Minnesota

P.O. Box 550

Red Lake, MN 56671

218-679-3341

www.redlakenation.org

Sandy Lake Band of Ojibwe

54130 Loon Ave.
McGregor, MN 55760
(218) 851-6103
sandy.laker@charter.net
<http://www.sandylakeojibwe.org/>

Shakopee Mdewakanton Sioux
2330 Sioux Trail NW
Prior Lake, MN 55372
952-445-8900
www.shakopeedakota.org
Kurt Hazekamp, Facilities Director – 952-496-6162
Federally recognized

Upper Sioux-Pezihutazizi Kapi
PO Box 147
5722 Travers Lane
Granite Falls, MN 56241
information@uppersiouxcommunity-nsn.gov
www.uppersiouxcommunity-nsn.gov
Federally recognized

Upper Sioux Community Housing
Phyllis Wilbanks, Housing Director
320-564-3853

White Earth Band of Ojibwe
P.O. Box 418
White Earth, MN 56591
(218) 983-3285
www.whiteearth.com
Federally recognized

White Earth Band of Ojibwe Housing
Robert Durant, Housing Director
(218) 983-3277
robert@djam.com

North Dakota

Fort Berthold Agency - Bureau of Indian Affairs
PO Box 370
New Town, ND 58763
701-627-4707

Adeline Brunsell

Fort Berthold Housing Authority
PO Box 310
New Town, ND 58763
Dennis Fox

Fort Totten Agency - Bureau of Indian Affairs
PO Box 270
Fort Totten, ND 58335
701-766-4545
Larry Bodin

Spirit Lake Sioux Tribal Council (aka Mni Wakan Oyate Tribe & formerly Devils Lake Sioux Tribe)
PO Box 359
Fort Totten, ND 58335
www.spiritlakenation.com
701-766-4221
Carl Walking Eagle, Chairman
Federally recognized

Spirit Lake Housing Authority
PO Box 187
Fort Totten, ND 58335

Standing Rock Agency - Bureau of Indian Affairs
PO Box E
Ft. Yates, ND 58538
701-854-3433
Bobby Thompson

Standing Rock Housing Authority
PO Box 484
Fort Yates, ND 58538-0522

Standing Rock Sioux
PO Box D
Fort Yates, ND 58538-0522
www.standingrock.org
701-854-7202
Jesse "Jay" Taken Alive, Chairman
Federally recognized

Three Affiliated Tribes - Fort Berthold Reservation (Mandan, Hidatsa, & Arikara)

404 Frontage Road
New Town, ND 58763
info@mhanation.com
www.mhanation.com
701-627-4781
Russell "Bud" Mason Sr., Chairman
Federally recognized

Trenton Indian Housing Authority
PO Box 155
Trenton, ND 58853

Turtle Mountain Agency - Bureau of Indian Affairs
PO Box 60
Belcourt, ND 58316
701-477-3191
Ken Davis

Turtle Mountain Band of Chippewa
PO Box 900 Highway 5 West
Belcourt, ND 58316
Corey_lav@yahoo.com
www.tmbci.net
701-477-5198 or 701-477-2600
Twila Martin-Kekabah, Chairperson
Federally recognized

Turtle Mountain Band of Chippewa
Block Grant
701-477-6124
Sharon Poitra

Turtle Mountain Housing Authority
PO Box 620
Belcourt, ND 58316

South Dakota

Aberdeen Area Office - Bureau of Indian Affairs
115 Fourth Ave. SE
Aberdeen, SD 57401
Delbert Brewer
605-226-7343

Cheyenne River Sioux Tribal Council
PO Box 590
Eagle Butte, SD 57625
www.siooux.org
605-964-4000
Joseph Brings Plenty, Chairman – 605-964-4155
Federally recognized

Cheyenne River Housing Authority
Eagle Butte, SD 57625
Wayne Ducheneaux, Director

Crow Creek Sioux Tribal Council
PO Box 50
Fort Thompson, SD 57339-0050
www.state.sd.us/oia/crow.asp
605-245-2221
Lester Thompson, Chairman – 605-245-2221
Federally recognized

Crow Creek Housing Authority
Fort Thompson, SD 57339-0050

Flandreau Santee Sioux
PO Box 283
603 W Broad Avenue
Flandreau, SD 57028
info@fsst.org
www.fsst.org
605-997-3512 or 1-888-922-0016 or 605-997-3891
Joshua Weston, President
Federally recognized

Flandreau Santee Sioux Housing Authority
100 Allen Ave
Flandreau, SD 57028
605-997-2194
Nathanial Nickey, Executive Director

Lower Brule Housing Authority
Real Rd 3
Lower Brule, SD 57548-0187

Lower Brule Sioux Tribe
PO Box 187
187 Oyate Circle
Lower Brule, SD 57548-0187
www.lbst.org
605-473-0561 or 605-473-5561 or 1-888-323-2260
Federally recognized

Oglala Sioux Tribe
PO Box 2070
Pine Ridge, SD 57770-207
<http://www.oglalalakotanation.com/>
605-455-2584
Theresa Two Bulls, President
Federally recognized

Oglala Sioux Tribe Parks and Recreation Authority
PO Box 570
Kyle, SD 57752

Oglala Sioux (Lakota) Housing Authority
Pine Ridge, SD 57770-207

Rosebud Sioux Tribe
PO Box 430
11 Legion Avenue
Rosebud, SD 57570
www.rosebudsiouxtribe-nsn.gov
605-747-5755 or 605-747-2381
Rodney Bordeaux, President – 605-747-2381
Federally recognized

Sicangu Wicoti Awanyakeape Housing Authority
P.O. Box 69
Rosebud, SD 57570
Amos Prue, CEO

Sisseton-Wahpeton Sioux
PO Box 509, Route 2
Agency Village, SD 57262
www.earthskyweb.com/sota.html
605-698-3911
Federally recognized

Sisseton-Wahpeton Housing Authority
8 Ave E N Agency Vlg
Sisseton, SD 57262

Yankton Sioux Housing Authority
406 S Main Ave
Wagner, SD 57380

Yankton Sioux
PO Box 248
Marty, SD 57361
www.state.sd.us/oia/yankton.asp
605-384-3641
Robert Cournoyer, Chairman – 605-384-3804
Federally recognized

Wisconsin

Bad River Band of Lake Superior Chippewa Indians
P.O. Box 39
Odanah, WI 54861
715-682-7111
www.badriver.com
Federally recognized

Forest County Potawatomi Community
P.O. Box 340
Crandon, WI 54520
Executive Building: 715-478-7200
Housing: 715-478-7270/7400
www.fcpotawatomi.com
Federally recognized

Great Lakes Intertribal Council
P.O. Box 9
Lac du Flambeau, WI 54538
715-588-3324
glitc@glitc.org
www.glitc.org

Ho-Chunk Nation
W9814 Airport Road
Black River Falls, WI 54615
(715) 284-9343 or (800) 294-9343

<http://ho-chunknation.com>

Federally recognized

Ho-Chunk Housing & Community Development Agency

PO Box 730

Tomah WI 54660

(608) 374-1245 or (800) 236-2260

Lac Courte Oreilles Band of Lake Superior Chippewa Indians Route 2, Box 2700

Hayward, WI 54843

Federally recognized

Lac du Flambeau Band of Lake Superior Chippewa

P.O. Box 67

Lac du Flambeau, WI 54538

715-588-3303

<http://www.lacduflambeauchamber.com/culture.htm>

Federally recognized

Lac du Flambeau Band of Lake Superior Chippewa Energy Program

Bryan Hoover

hooverb2003@yahoo.com

(715) 588-7214

Menominee Sustainable Development Institute (MSDI)

P.O. Box 1179

Keshena, WI 54135

715-799-6226

<http://www.sustainabledevelopmentinstitute.org>

Menominee Tribe of Wisconsin

P.O. Box 910

Keshena, WI 54135

(715) 799-5100

<http://www.menominee-nsn.gov/>

Federally recognized

Menominee Tribe of Wisconsin Housing Department

Day Care Road

P.O. Box 910

Keshena, WI 54135

(715) 799-3236

Betty Jo Wozniak, Director

Midwest Treaty Network
South/Central Wisconsin Office
731 State St
Madison, WI 53703
<http://www.treatyland.com/>
Eau Claire Office
21 South Barstow Street
Eau Claire, WI 54701
715-833-1777 or 800-445-8615
mtn@igc.org

Oneida Nation
P.O. Box 365
Norbert Hill Center
3000 Seminary Road
Oneida, WI 54155-0365
1-800-236-2214
www.oneidanation.org
Federally recognized

Potawatomi Business Development Corporation
320 E. Buffalo St, Suite 607
Milwaukee, WI 53202
414-727-2041
Crandon Office
300A South Lake Avenue
Crandon, WI 54520
715-478-1733
www.potawatomibdc.com

Red Cliff Band of Lake Superior Chippewa
88385 Pike Road Hwy 13
Bayfield, WI 54814
(715) 779-3700
Federally recognized

Sokaogon Chippewa Tribe (Mole Lake)
3163 State Highway 55
Crandon, WI 54520-8880
(715) 478-5180
Arlyn Ackley, Chairman
Federally recognized

Sokaogon Chippewa Housing

Chief Willard LeRoy Ackley Memorial
Mole Lake Reservation
3265 Indian Settlement Road
Crandon, WI 54520
715- 478-2001

St. Croix Chippewa Community
24663 Angeline Avenue
Webster, WI 54893
715-349-2195

St. Croix Chippewa Tribe
P.O. Box 287
Hertel, WI 54845
1.800.236.2195
<http://www.stcciw.com/>
Val Phennetton, Housing
Federally recognized

Stockfridge-Munsee Indians of Wisconsin
N8476 Moh-He-Con-Nuck Road
PO Box 70
Bowler, Wisconsin 54416
(715) 793-4111
help.desk@mohican-nsn.gov
<http://www.mohican.com/>
Federally recognized

Stockfridge-Munsee Indians of Wisconsin Housing
N8618 Oak Street
PO Box 70
Bowler, WI 54416
(715) 793-4219
Randy Young, Housing Director

Funding Opportunities

Alexandria Light and Power

<http://solarpowerauthority.com/minnesota/>

Residential Energy Efficiency Rebate Program

All customers of Alexandria Light and Power (ALP) are eligible to avail various rebates like Energy Star Appliance rebates, Energy Star Residential Water Heater.

Anderson Corporate Foundation

<https://www.srinc.biz/bp/index.html>

Chloette Haley

342 Fifth Ave. N.

Bayport, MN 55003

651-275-4450, alternate - 651-264-7846

Bush Foundation

[http://www.bushfoundation.org/goals/Native Nations.asp](http://www.bushfoundation.org/goals/Native_Nations.asp)

651-227-0891

Support the Self-Determination of Native Nations

newdirection@bushfoundation.org

Carolyn Foundation

<http://www.carolynfoundation.org/guidelines.html>

612.596.3266

Environmental Grantmaking

Charles A. and Anne Morrow Lindbergh Foundation

<http://www.lindberghfoundation.org>

763-576-1596

\$10580

Environment research

Clean Renewable Energy Bonds (CREBs)

<http://www.wapa.gov/es/pubs/esb/2009/jul/jul092.htm>

Low cost financing for green projects

Council of Energy Resource Tribes

<http://www.certreearth.com/services.php>

(303) 282-7576

Capacity building, technical assistance, strategic planning

DOE

http://newsletter.cacities.org/e_article001485900.cfm?x=b11,0,w

For local government to accelerate solar energy adoption and workforce development

EDA - Chicago Regional Office
312-353-7706
C Robert Sawyer
rsawyer@eda.doc.gov

EDA – Illinois
312-353-7148 ext 158
William Warren - wwarren1@eda.doc.gov

EDA - Michigan & Wisconsin
312-353-7148 ext 159
Jack Price - jprice@eda.doc.gov

EDA - Minnesota & Upper Peninsula of Michigan
612-335-4025
John O'Leary
joleary@eda.doc.gov

EDA - Ohio & Indiana
614-469-7314
Robert F Hickey
rhickey@eda.doc.gov

Environment Research and Education Foundation
<http://www.erefnd.org/guide.html>
703-299-5139 x11
bstaley@erefnd.org

EPA
<http://epa.gov/cleanenergy/energy-programs/state-and-local/showcase.html>
\$100,000 - \$500,000
Climate Showcase Communities Grant Program

Ford Foundation
<http://www.fordfound.org/about/new-generation/core-issues/sustainable-resource-use/>
212-573-5000
Natural Resources and Sustainable Development

Gannett Foundation
http://www.kare11.com/life/community/gannett_foundation/
(763) 797-7362
\$1,000-\$4,000
foundation@gannett.com

Grotto Foundation

<http://www.grottofoundation.org/aifep>

651-209-8010

\$500 - \$2500

American Indian Family Empowerment Program (AIFEP)

info@grottofoundation.org

AIFEP's American Indian Advisory Committee awards grants to individuals and families working toward self-determination through education, service to community, and economic self-sufficiency, and through renewing and preserving cultural connections.

Headwaters Regional Development Commission

218-333-6532

Tim Flathers

Hutchinson Utilities Commission

<http://solarpowerauthority.com/minnesota/>

Residential Energy Efficiency Program

Customers of Hutchinson Utilities Commission (HUC) can get a rebate of \$500 in case of energy conservation improvements to their homes. Various appliances are eligible for the rebate like boilers, heat pumps, clothes washer, water heaters etc. the incentive amount will be decided based on the appliance. Equipments must pass the requirement criteria set by the program. The application is processed by first come first served basis. And the applicant is required to submit an original dated sales receipt along with the application for the rebate.

Initiative Foundation - Little Falls

http://www.ifound.org/community_c_falls.php

Loan

svoight@ifound.org

Iowa Renewable Energy Production Personal Tax Credit

http://www.dsireusa.org/incentives/incentive.cfm?Incentive_Code=IA14F&re=1&ee=1

1.5¢/kWh (IA Code § 476C) or 1.0¢/kWh (IA Code § 476B) for 10 years after facility begins producing energy.

Kresge Foundation

http://www.kresge.org/index.php/what/environment_program/

248-643-9630

Environment Program

Labor Department

<http://edocket.access.gpo.gov/2009/E9-14924.htm>

Energy Training Partnership Grants

Train workers in green industries

Labor Department

<http://edocket.access.gpo.gov/2009/E9-14922.htm>

State Energy Sector Partnership and Training Grants

Help states refine their energy sector strategies to build trained workforce

Lloyd K. Johnson Foundation

http://lloydjohnsonfoundation.org/what_we_fund/index.php?page=aoi

218.726.9000

Environment

Joan Gardner-Goodno, Executive Director

jgardner@lloydjohnsonfoundation.org

Environment: To support educational programs that promote respect for the natural environment and encourage efforts to maintain quality air, water and land resources for future generations.

Michigan Energy Efficiency Grants

http://www.dsireusa.org/incentives/incentive.cfm?Incentive_Code=MI14F&re=1&ee=1

(517) 241-6140

For solar heat - orgs/tribal govs, etc can apply

Allows for financial assistance to low-income clients (tribes could apply and then use \$ to help individuals get heaters)

Michigan Energy Efficient Home Improvements Tax Credit

http://www.dsireusa.org/incentives/incentive.cfm?Incentive_Code=MI20F&re=1&ee=1

(800) 827-4000

10% of the installed cost of each improvement

Minnesota HUD

612-370-3000

Dexter Sidney Field Office Director

Minnesota Office of Energy Security (OES)

http://www.state.mn.us/mn/externalDocs/Commerce/MN_Solar_Hot_Water_Rebate_Appl_07_0308072953_SolarHotWaterRebateAppl.pdf

Solar Hot Water Rebate Program

All the residents of Minnesota all eligible to avail rebates for solar hot water heaters under Solar Hot Water Rebate Program run by the Minnesota Office of Energy Security (OES). These are available for new systems and also for repairing of faulty ones. The rebate level is fixed at \$30 per square foot of net aperture. The rebated systems must pass various equipment, warranty and installation requirements. The OES will inspect and monitor the systems so that it meets the rebate requirements. Under solar rebate program an amount of \$700,000 is allocated for various rebates. The owner must install the system within one year after getting the rebate confirmation.

Minnesota Pollution Control Agency
<http://www.pca.state.mn.us/grants/eagrants.html>
651-296-630
Environmental Assistance Open Grant Program
Mary Baker
Grants-Loans@pca.state.mn.us

Minnesota Pollution Control Agency
<http://www.pca.state.mn.us/grants/index.html>
651-757-2122 or 651-757-2121
Small Business Environmental Loan Program
Mike Nelson
michael.nelson@pca.state.mn.us

Minnesota Renewable Energy Equipment Grant Program
www.state.mn.us/portal/mn/jsp/content.do?programid=536884453&id=536881374&agency=Commerce
1-800-657-3710
\$4,700
Installation of equipment using renewable energy sources in homes of low-income families throughout Minnesota. Specifically solar-air or bio-fuel heating systems.

Minnesota Solar Hot Water Rebate Program
http://www.dsireusa.org/incentives/incentive.cfm?Incentive_Code=MN114F&re=1&ee=1 (651)
296-5175
Rebates for residential and multi-family residential solar hot water heaters installed on the property of state residents.
energy.info@state.mn.us

MN Personal Tax Credit
<http://www.state.mn.us/portal/mn/jsp/content.do?id=-536893811&subchannel=null&sc2=null&sc3=null&contentid=536885915&contenttype=EDITORIAL&programid=536917180&agency=Energy#Solar>
Residential Renewable Energy Tax Credit of 30% on the total installed cost of a solar installation. There is no maximum credit for systems placed in service after 2008. There is a \$2,000 limit for systems placed in service before January 1, 2009.

MN Sales Tax Exemption
<http://www.state.mn.us/portal/mn/jsp/content.do?id=-536893811&subchannel=null&sc2=null&sc3=null&contentid=536885915&contenttype=EDITORIAL&programid=536917180&agency=Energy#Solar>
Solar energy system

Sales tax exemption on all components of a solar energy system (solar electric and thermal) (Statute 297A.67, subdivision 29). Buyers complete MN Dept of Revenue Form ST3 "Certificate of Exemption" and sellers keep the form in their files for tax reference.

National Science Foundation

http://www.nsf.gov/funding/pgm_summ.jsp?pims_id=501026

Energy for Sustainability

Supports fundamental research and education in energy production, conversion, and storage and is focused on energy sources that are environmentally friendly and renewable.

Native Energy

http://www.nativeenergy.com/pages/about_us/19.php

support@nativeenergy.com

Helps finance construction of Native American, family farm, and community-based renewable energy projects.

Norman Foundation

<http://www.normanfdn.org/>

(212) 230-9830

Work to prevent the disposal of toxics in communities, and to link environmental issues with economic and social justice.

loi@normanfdn.org

North Dakota Personal Tax Credit

http://www.dsireusa.org/incentives/incentive.cfm?Incentive_Code=ND01F&re=1&ee=1

(701) 328-5300

15% (3% per year for five years, for systems installed after 12/31/2000)

jmurphy@nd.gov

Northland Foundation

<http://www.northlandfdn.org/Grants/OpportunitiesForSelfReliance.shtml>

(218) 723-4040

Opportunities for Self-Reliance

info@northlandfdn.org

NW DEED

1-800-366-7809

Kari Howe

kari.how@state.mn.us

Otto Bremer Foundation

<http://www.ottobremer.org/gag.php#g2>

(651) 227-8036

obf@ottobremer.org

Patagonia

<http://www.patagonia.com/web/us/patagonia.go?assetid=2942>

\$3,000-\$8,000 Environmental Grants

Recovery Act: Community Renewable Energy Deployment

<http://www.grants.gov/search/search.do;jsessionid=4fpSKi4WnGMvt9wVF0MplmV4Jqh78wvZDTTQhPQC5KmNjWytsyRY!1656926990?oppld=48485&mode=VIEW>

This FOA supports implementation of the Recovery Act by creating jobs, promoting economic recovery, and investing in renewable energy infrastructure.

Rural Community Development Initiative

<http://edocket.access.gpo.gov/2009/E9-15128.htm>

Undertake projects related to economic development

School Construction Program – Recovery Act

<http://www.grants.gov/search/search.do?mode=VIEW&oppld=49108> *Refer to Sol# ED-GRANTS-081709-001

This program provides support for emergency repairs and modernization of school facilities to local educational agencies that submitted applications for funding under Section 8002 (Payments for Federal Property) or Section 8003 (Basic Support Payments) of the Elementary and Secondary Education Act. Additional rating points given for projects utilizing energy-efficient and recyclable materials and projects that use alternative building methods and materials. \$59.4 million expected to be available, responses due 10/1/09. For more info, contact Kristen Walls-Rivas at Impact.Aid@ed.gov.

Seventh Generation Fund for Indian Development

http://www.7genfund.org/grant_making_guidelines.php

(707) 825-7640

\$600 - \$5,000

Environmental Health & Justice

Sparkplug Foundation

<http://www.sparkplugfoundation.org/>

(877) 866-8285

info@sparkplugfoundation.org

Tribal Economic Development Bonds

<http://www.indiancountryworks.org/webinars.cfm#financeoptions>

Tribal Energy Efficiency and Conservation Block Grants (EECBG)

http://www.eecbg.energy.gov/downloads/DE_FOA_0000013_Amendment_000003.pdf

800-899-6665

EECBG@NETL.DOE.GOV

U.S. Department of Energy

Expand solar photovoltaic (PV) and solar heating and cooling (SHC) system installer training

To read the full funding opportunity announcement (DE-FOA-0000078), visit

<https://www.fedconnect.net> and click on "Search Public Opportunities" on the right-hand side of the page. Under "Search Criteria," select "Issuing Office," enter "Golden Field Office," then click on "Search." Once the screen comes up, look for the announcement named "Recovery Act: Solar Market Transformation." The announcement is split into two topics; the solar installer training is covered under Topic 2.

U.S. Department of Energy

[https://e-](https://e-center.doe.gov/iips/faopor.nsf/UNID/A99DF3C019E1EEE285257578006E7EA5?OpenDocument)

[center.doe.gov/iips/faopor.nsf/UNID/A99DF3C019E1EEE285257578006E7EA5?OpenDocument](https://e-center.doe.gov/iips/faopor.nsf/UNID/A99DF3C019E1EEE285257578006E7EA5?OpenDocument)
303-275-4741

Development of economically sustainable renewable energy installations on tribal lands

pamela.brodie@go.doe.gov

U.S. Department of Energy

Weatherization Assistance Program

http://apps1.eere.energy.gov/weatherization/what_is.cfm

The Weatherization Assistance Program enables low-income families to permanently reduce their energy bills by making their homes more energy efficient.

- Iowa Contact for Weatherization Assistance Program

http://apps1.eere.energy.gov/weatherization/state_activities_detail.cfm/state_abbrev=ia

Department of Human Rights

Division of Community Action Agencies

Lucas State Office Building

321 East 12th Street

Des Moines, IA 50319

Phone: 515-281-3861

James R. Newton

Bureau Chief

Phone: 515-242-6314

Email: jim.newton@iowa.gov

- Minnesota Contact for Weatherization Assistance Program

http://apps1.eere.energy.gov/weatherization/state_activities_detail.cfm/state_abbrev=mn

Minnesota Office of Energy Security

85 7th Place East, Suite 500

St. Paul, MN 55101-2198

Phone: 651-296-5175

Marilou Cheple

Program Contact

Phone: 651-296-5175

Email: Marilou.Cheple@state.mn.us

- North Dakota Contact for Weatherization Assistance Program

http://apps1.eere.energy.gov/weatherization/state_activities_detail.cfm/state_abbr=nd

ND Department of Commerce

Division of Community Services

Century Center

1600 East Century Ave.

Bismarck, ND 58503

Phone: 701-328-4140

Cal Steiner

Program Manager

Phone: 701-227-7415

Email: csteiner@nd.gov

- South Dakota Contact for Weatherization Assistance Program

http://apps1.eere.energy.gov/weatherization/state_activities_detail.cfm/state_abbr=sd

Department of Social Services

Office of Energy Assistance

206 West Missouri Avenue

Pierre, SD 57501-4517

Phone: 605-773-3668

David Gall

Administrator

Phone: 605-773-4131

Email: david.gall@state.sd.us

- Wisconsin Contact for Weatherization Assistance Program

http://apps1.eere.energy.gov/weatherization/state_activities_detail.cfm/state_abbr=wi

Office of Recovery and Reinvestment

Wisconsin Department of Administration

101 E. Wilson Street

Sixth Floor

Madison, WI 53703

Phone: 866-432-8947

Hoyt O'Brien

Program Manager

Phone: 060-261-8659

Email: Hoyt.O'Brien@wisconsin.gov

U.S. Department of the Treasury & DOE

<http://www.energy.gov/news2009/7623.htm>

Development of renewable energy projects

United States Environmental Protection Agency

<http://www.epa.gov/compliance/environmentaljustice/grants/index.html>

Environmental Justice Grant Programs

Has funded tribes, orgs, etc for environmental justice programs and projects

USDA

<http://www.rurdev.usda.gov/arra/recovery-program.htm>

Rural Development's Business Enterprise Grant Program

USDA

<http://www.rurdev.usda.gov/CO/pdf/RenewableEnergyJune09.pdf>

507-373-7960 x 120

REAP 9007

Lisa Noty

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Tom Leach

thomas.leach@mn.usda.gov

218-829-5965 x 4

USDA

<http://www.rurdev.usda.gov/rbs/busp/rbog.htm>

\$50,000 - \$150,000

RURAL BUSINESS OPPORTUNITY GRANTS (RBOG)

USDA - Baxter Field Service Center

<http://www.rurdev.usda.gov/mn/Offices/northeast.htm>

218-829-5965

USDA - Bemidji Service Center

<http://www.rurdev.usda.gov/mn/Offices/bemidji.htm>

218-751-1942

Kathy Luepke

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USDA - Northeast

<http://www.rurdev.usda.gov/mn/Offices/northeast.htm>

218-829-5965

Michael Monson

Michael.Monson@mn.usda.gov

USDA - Virginia Field Service Center

<http://www.rurdev.usda.gov/mn/Offices/northeast.htm>

218-741-3929

Walmart Foundation

<http://walmartstores.com/CommunityGiving/8781.aspx>

Environmental Sustainability – Assists in the development or expansion of environmentally sustainable communities. Examples include energy auditing education programs, green job training and retrofitting/green building initiatives.

White Earth Investment Initiative

http://www.mmcdc.com/community_development_partners.htm 218-983-4020

Loan program up to \$250,000 for native projects

Audra Highelk

ahighelk@arvig.net

Wisconsin Energy Efficiency Improvement Loans

http://www.dsireusa.org/incentives/incentive.cfm?Incentive_Code=WI71F&re=1&ee=1

(608) 266-5773

Municipal financing allows property owners to acquire loans from their local government and repay them through a limited surcharge on city services bills.

paul.ziegler@revenue.wi.gov

Wisconsin Energy Efficient Products Cash-Back Rewards

http://www.dsireusa.org/incentives/incentive.cfm?Incentive_Code=WI09F&re=1&ee=1

(800) 762-7077

Focus on Energy offers Cash-Back Rewards for installing or expanding renewable-energy systems on businesses and homes. Eligible non-residential projects include wind, photovoltaics (PV), solar hot water, and biomass combustion. Eligible residential systems include wind, PV and solar hot water. Solar pool heating systems that serve a public pool are eligible for incentives; standard residential solar pool heating systems are not. All projects must displace natural gas or electricity. The current application is valid through December 31, 2009, although the program itself has no specified expiration date.

Focusinfo@focusonenergy.com

Wisconsin Renewable Energy Grant Programs

http://www.dsireusa.org/incentives/incentive.cfm?Incentive_Code=WI23F&re=1&ee=1

(800) 762-7077

For solar heat - orgs/tribal govs, etc can apply

Allows for financial assistance to low-income clients (tribes could apply and then use \$ to help individuals get heaters)

renewableapplications@focusonenergy.com